



**STATE OF WASHINGTON**  
**DEPARTMENT OF LICENSING**  
**PO Box 9021, Olympia, Washington 98507-9021**

**REAL ESTATE COMMISSION MEETING**  
**MINUTES**

**DATE:** March 25, 2015

**PLACE:** Capital Event Center  
Educational Service District 113  
6005 Tyee Drive SW  
Tumwater, WA 98512

**ORDER OF AGENDA:** OPEN SESSION

**CALL TO ORDER:** Kathleen Drew called the meeting to order at 9:05 a.m.

**A. Commissioners Present:** **Kathleen Drew/Chair, Dave Azose, George Pilant, Jess Salazar, Kyoko Wright, Cate Moye** (via telephone)

**Commissioners Absent:** **Jeff Thompson** (excused)

**Staff Present:** **Jerry McDonald**, Administrator  
**Terry Rodgers**, Assistant Administrator  
**Dolores Casitas**, Management Analyst/Manager Education  
**Karen Jarvis**, Real Estate and Home Inspector Program Mgr.  
**Art Abrahamson**, Manager Audit and Investigation Unit  
**Deb Wright**, Real Estate Programs Licensing Manager  
**Ryan Grimes** Real Estate Programs Compliance/Enforcement

Manager

**B. Approval of Agenda –** The agenda was approved as amended with item H being removed as it was presented at a previous meeting

**C. Approval of Minutes –** December 2, 2014 Commission Meeting Minutes approved as presented

- D. Reconsider December 2, 2015 Commission Date. It was approved to change the date for the December meeting to December 1, 2015.
- E. Annual Reports – Terry Rodgers introduced staff and gave a PowerPoint presentation on operational and functional areas within the Real Estate Program.
- F. Update on Expanding On-line Services – Kathleen explained the plan to eventually have all functions of all licensing BPD programs available to licensees online.
- G. Education Subcommittee Update – George Pilant presented a report on the Education Subcommittee, which he chairs. He explained that they plan to present a new Core curriculum at the June meeting. The new Core curriculum will reflect licensee priorities established from the recent survey in which licensees identified legislative and legal updates as the most important part of their education.
- ~~H. Survey Results – Fingerprinting and Core~~ removed from agenda.
- I. Electronic Submission of Courses (Box) – Dolores Casitas gave a demonstration and answered questions from the audience on the “Box” which is web-based platform which will allow educators to submit courses for approval electronically.
- J. Changing Business Practices Update – Cate Moye, chair of the committee presented a report on the subcommittee via teleconference with the legal counsel and head of public affairs for Zillow. Zillow considers itself a “newspaper of the 21<sup>st</sup> century” whose sole purpose is to disseminate information regarding real estate to the public. George Lassiter voiced his concern regarding lenders paying for ads with the expectation of receiving leads.
- K. Legislative Updates – Bob Mitchell presented updates
  - a. Houseboats Work – #1309 which passed the house with no opposition will add floating homes to Real Estate Brokerage services.
  - b. Earnest Money – #1730 will add a new section to title 64 Real Estate section and is expected to pass the house and is ready to go to the floor of the Senate. Bob considers this the most important consumer protection bill to be presented this session.
  - c. WCRER - #1171 to continue funding the Washington Center for Real Estate Research.
  - d. Other –  
SB5156 will add 4 items to the sellers disclosure form.  
HB1749- new bill to amend the general contractor registration act which requires anyone who makes major improvements to a home they will sell within a year to have a contractor license if they are doing the work themselves.
- L. Update on Rule Approval - Code Reviser filings Three CR101 have already been filed with the code reviser
- M. State Portion of the Managing Broker Exam converting to a Simulation Exam – A team of subject matter experts was assembled to write questions for a simulated test exam. By

the end of July questions should show up on the Managing Brokers test, however, they will not count until an analysis can be completed on their effectiveness.

N. WCRER

a. Update on Contracts

- i. Continuing Education – Steve O’Connor presented the fourth quarter report.
- ii. Green Building – Steve O’Connor reported this report should be completed by end of next month.
- iii. Parking – Steve O’Connor reported this project should be completed by end of next month

O. Real Estate & Marijuana – Kyoko Wright reported on a class she took where she learned a lot about new things that need to be addressed in the disclosure as well as possible issues with financing. She mentioned the Realtor magazine published an article on the subject. A comment was made that Escrow companies are reluctant to process these sales.

P. Briefing on Budget – Kathleen Drew presented an overview of the state budget.

Q. Metal Detection at Exam Sites – Jerry reported that AMP will begin using a metal detector at their testing service centers.

R. Open Forum/New Business – Ann Hartman suggested a statute be established to require all agents to use their license numbers on all documents and advertising. It was noted that this had been proposed in the past, but it was determined the cost benefit was not there.

- George Pilant asked if our database could bring up a licensee using their license number. He also mentioned that California already has such a statute.
- Jerry suggested the matter could be referred to the Changing Business Practices Subcommittee should Commission request it. Jess Salazar so requested.
- George Pilant suggested we determine if it required a statutory rule or if it could be accomplished by rule at the discretion of the Director.

S. Review of Action Items – Jerry McDonald will schedule subcommittee meetings for both Changing Business Practices and Education. Also include the question of the use of license numbers. We will also research the location of slide zone maps on the DNR website.

T. Adjourn – the meeting was adjourned at 11:10 a.m.